

"The new role of Port Authorities: from landlord to business promoters. The Port of Barcelona"

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1. **Who we are**
2. From landlord to business promoters
3. Best practices



1. Who we are

THE PORT OF BARCELONA TODAY

- Located in Catalonia, north –east Spain. It serves Spain, Italy, France, Portugal, and north Africa.
- More than **1,000 companies** and **37,000 people** work daily.
- 1st Spanish port in terms of value of goods.
- **Leading international brands have their distribution centers in Barcelona.**
- **Most diversified port in the Mediterranean.**



OUR MISSION

To generate prosperity in our community, increasing the competitiveness of our customers by providing efficient and sustainable logistics and transport services



1. Who we are

A HIGHLY DIVERSIFIED, LOGISTICS AND HIGH VALUE PORT

Logistics port

239 ha for logistics activities in the ZAL Port

City port

Nautical and leisure activities and repair and maintenance of large yachts

4 PORTS IN ONE PORT

Commercial port

Traffic 2021

Total traffic

66.4 M Tones (+11.8%)

Containers

3.5 M TEU (+19.3%)

Hinterland

2.0 M TEU (+15.2%)

Transshipment

1.5 M TEU (+25.5%)

Vehicles

499,011 un. (+3.9%)

Ro-Ro

396,730 UTI (+14.3%)

Cruise passengers

520,854 pax 2021 (3.1 M 2019)

HIGH VALUE ACTIVITY

- High value cargo
- Advanced logistics warehouses
- (cool, e-commerce...)
- Nautical cluster
- World- class hotels (5*)
- America Cup
- Innovation
- Turnaround cruises ...

LOGISTICS ECOSYSTEM

- Added value services
- SMART
Sustainable
Multimodal
Agile
Resilient
Transparent

SOCIAL DIMENSION

- 37,000 daily workers
- More than 1,000 companies

Outer port

Intermodal terminals in the hinterland of the Port



● Logistics port ● Commercial port ● City port



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2. From a landlord port to a Business Promoter: 30 years of port transformation

The Port of Barcelona's participation in port activities has radically changed in recent years: from an infrastructure developer to a business promoter





2. From a landlord port to a Business Promoter: 30 years of port transformation

INITIATIVES: COMPANIES & PROJECTS



1992 - 2002

OLYMPIC GAMES

Port diversification

Launching non profitable businesses

Improve port services

2003 - 2012

END OF PORT & ZAL EXPANSION WORKS

Improving connectivity

Cooperation with other ports

Lobby

2013 - 2022

COMMERCIAL EXPANSION

Digitalization

Expand port's hinterland

International Business partnerships

2023 / 2025 - ...

SUSTAINABLE GROWTH

Decarbonization

Innovation

Training

WHY



2. From a landlord port to a Business Promoter: 30 years of port transformation

PORT VISION 2040: NEW ROLE OF PORTS

Strategic objective 2040

- Regional logistics platform
- European and Iberian intermodal hub
- Clean fuels hub
- Additive manufacturing hub (3D printing)
- Circular economy hub
- Autonomous intermodal hub Urban
- Merchandise Distribution Center (DUM) associated with the ZAL
- Innovation and training hub in robotics and automation
- Joint management of ports located on the same façade
- Decentralized port (Port 2)
- More integrated and extensive port-city
- 100% gender



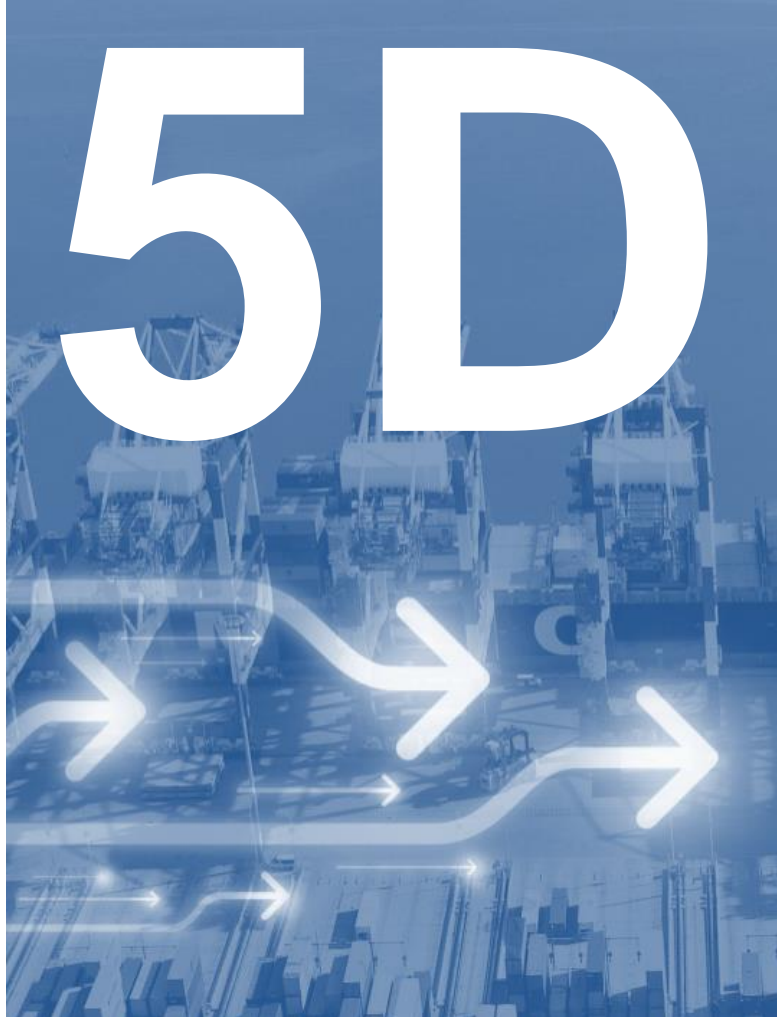
Future role of ports

- | | | |
|-------------------|------------------|-------------|
| - Diversification | - Human capital | - Client |
| - Differentiation | - Innovation | orientation |
| - Sustainability | - Digitalization | |



2. From a landlord port to a Business Promoter: 30 years of port transformation

THE 5D



DIVERSIFICATION

Innovation, last mile distribution, nautical industries, America's cup, rail motorways

DIFFERENTIATION

Strengthen logistics ecosystem, ecommerce

DECARBONIZATION

OPS, energy generation, alternative fuels

DIGITALIZATION

AI & automation

DISRUPTIONS

Flexibility



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3. Best practices

B2B LOGISTICS BUSAN BARCELONA HUB

A LOGISTICS PLATFORM FOR KOREAN COMPANIES IN ZAL BARCELONA



B2B LOGISTICS

BUSAN BARCELONA HUB



BPA & Barcelona port created in 2021 a join company in Spain to help Korean exporters to distribute their products to southern Europe through managing an advanced 10,000 m2 logistics warehouse

- Ideal location in ZAL Barcelona, very close to international BEST container terminal (Hutchison) in Port of Barcelona
- 2 strategics Logistics Partners: **TAEWOONG LOGISTICS** AND **FM LOGISTIC**
- Containerised cargo: electronics, auto parts, industrial products, fashion, chemicals, ...
- Logistics services, production services, transport distribution, Custom duties, after market services
- Bounded area (Customs duties and VAT deferment)



BEST container terminal (Hutchison)

B2B Logistics warehouse

Warehousing

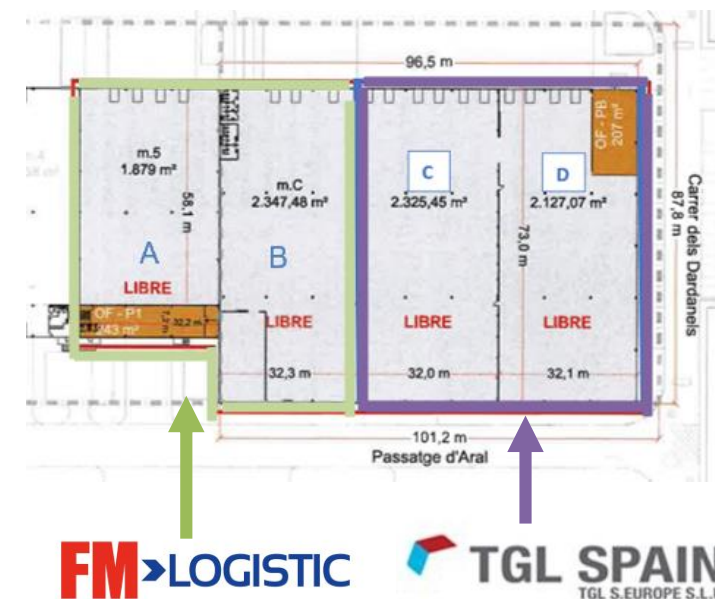
Fulfilment
Postponement
Repacking
Transformational Cross Docking

Production services

Kitting
Light Assembly
Technical Services.....

Transportation and Distribution services

Bonded WH / Customs duties



FM LOGISTIC

TGL SPAIN
TGL S.EUROPE S.L.U



3. Best practices

PORT VELL



- Model / Reference of Port & City Integration
- Port Vell Urban Management, with its own legal personality but belonging to Port Authority, was established in 1988
- 16 million visitors / year and 7,770 daily workers
- 70 hectares and diversity of activities:
 - 3 marinas for luxury yachts
 - Fishing wharf
 - Two 5 stars hotels
 - Shopping center Maremagnum
 - Innovation center: Pier 01 (start-ups)
 - Nautical Faculty
- Currently preparing for America's Cup 2024



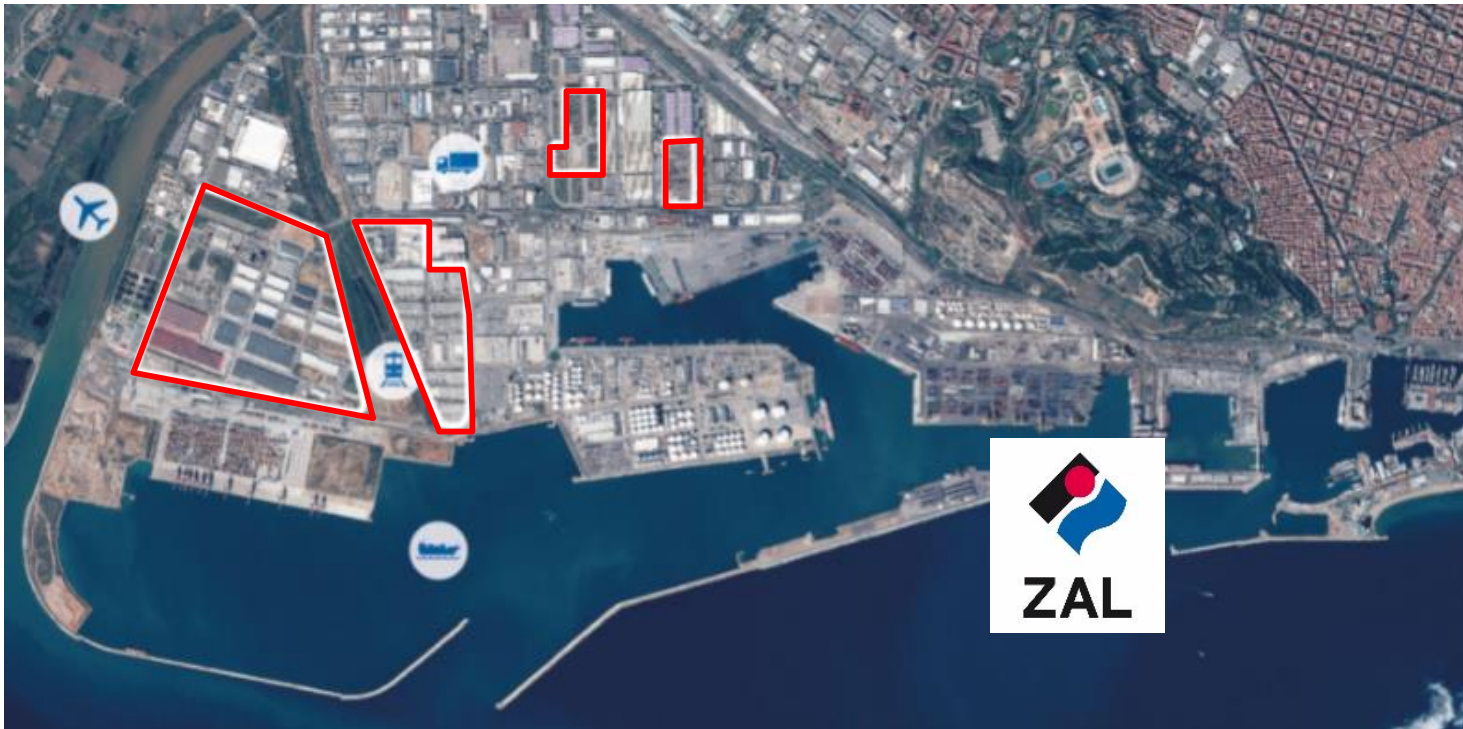
Port Vell is recognised around the world as a archetype of port-city integration and its management model has been adopted by various ports authorities



3. Best practices

LOGISTICS ACTIVITY ZONE

THE BEST LOGISTICS LOCATION FOR A MULTI-COUNTRY DISTRIBUTION CENTRE IN SOUTHERN EUROPE



- 239 ha
- 97% of occupancy rate
- 920,000 m² of warehouses built
- 9,000 jobs

Warehouses of key brands (Decathlon, Lidl, Carrefour....) managed by logistics and freight operators that serve several countries and markets





3. Best practices

CREUERS DE BARCELONA



- In 2000, Port of Barcelona set up the company Creuers del Port de Barcelona SA to accelerate the development of the nascent cruise industry at the port.
- From 2013, Creuers del Port belongs to Global Ports Holding, the world's largest cruise terminal operator.
- 7 international passenger terminals, which offer Top-class services and are leaders in security and specific logistics for cruise traffic.
- Synergies with the city (hotels, restaurants, etc) and attraction of inter-continental airlines to Barcelona.
- Medcruise member, the Association of Mediterranean Cruise Ports.



Port of Barcelona is the leading European cruise port , a Mediterranean turnaround base, and the 4th in the world, with more than 3.1 million passengers in 2019



3. Best practices

tmZ – MARITIME TERMINAL OF ZARAGOZA

- Created in 2001 as a service platform for operators & shippers of the Northeast of Spain
- Rail terminal launched in 2007
- Company structure:
 - Real state: Mercazaragoza
 - Promoter: tmZ SL (APB, Mercazaragoza, Regional government and others)
 - Operator: tmZ Services (tmZ SL and Barcelona port terminals: Hutchison & APMT)



Today, it's the leading inland railway terminal in Spain, with a total traffic of 195,923 TEU in 2021 and has helped many companies in the region to start operating international maritime trade





Port de Barcelona

감사합니다

Thank you



Port de Barcelona